From: Michael Haberkern
To: Michael Balcorta; Stephen Best; PD Commanders
Subject: Flock and Axon to part ways
Date: Friday, January 31, 2025 12:08:15 PM

FYI...

Looks like flock is losing their Axon integration... bummer.

From: Garrett Langley <garrett.langley@flocksafety.com>
Sent: Friday, January 31, 2025 12:01 PM
To: Michael Haberkern <mhaberkern@cityofsantamaria.org>
Subject: Axon plans to sever APIs with Flock

*** EXTERNAL EMAIL: Please use caution when opening links or attachments.***

I am disappointed to share that Axon made a surprise decision to end our partnership and cut off the API access that law enforcement depends upon. Axon decided that being open and collaborative is “no longer in Axon’s best interests,” and no additional reason was given to us.

So what does this mean for you?

We are not one-hundred percent sure. Axon executives have not returned our calls, so it's unclear their intention or plans.

What we do know is:

1. We will continue to invest in our own API program (including sending Flock data to Axon). As you already know, we work with a vast array of public safety technology companies (see below) and expect to continue growing our ecosystem of partners to help you solve more crime.
2. Axon will no longer support new mutual customers starting July 24, 2025. They may continue to support existing customers, but it's unclear to what degree.
3. We will continue to try to get Axon back to supporting an open ecosystem.

History of the Flock and Axon Partnership

Axon was actually an early investor in Flock Safety. Our patented Vehicle Fingerprint technology was integrated into their Fleet 3 devices upon launch 4 years ago. This integration allowed for the automatic transfer of Flock-derived evidence into Evidence.com, streamlining the process for law enforcement.

Last summer, we spent a couple of months with Axon to broaden our partnership. We proposed an expansive relationship but wanted to be mindful of keeping the majority of our engineering resources focused on building products for you. Axon chose a smaller, but still increased integration across Fusus and Flock devices. We agreed to it on August 28, 2024, and we have not spoken to Axon about it since signing that new partnership agreement.

From our onset, and given our name, Flock believes that we are better together. To this effect, hundreds of agencies leverage our APIs across dozens of products, including but not limited to:

CAD
- Mark43
- Tyler Technologies

Evidence and Data
- Forcemetrics
- LiveEarth
- ThinkLP

Location Services
- Cradlepoint
- Getac
- SafeFleet

Mapping
- ESRI
- Critical Response Group
- GeoComm

Real-time software
- Command Central Aware by Motorola
- Citigraf by Genetec
- Prepared 911
- Straxx by Utility Inc.
- Fusus by Axon

VMS
- Avigilon
- Genetec
- Milestone

As you can see, many of these companies offer directly competitive products and services to what Flock offers. You can see a more exhaustive list here: https://www.flocksafety.com/use-cases/real-time-crime-center

Many companies in the industry are aligned that the world is safer when we all work together. We hope that Axon comes to the same conclusion over time.

Garrett Langley
Founder and CEO
Flock Safety

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